

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY TUNIS

C O N F I D E N T I A L STATE 162773

E.O. 11652:GDS

TAGS: MASS; US; TS

SUBJECT: US MILITARY SALES TO TUNISIA

REFS: A. TUNIS 3506; B. TUNIS 4040; C. STATE 158352

1. FOLLOWING IS BEST CURRENT ESTIMATE ON PRICE AND AVAILABILITY FOR NINE BATTERIES OF IMPROVED HAWK MISSILE SYSTEM. IT SHOULD BE NOTED IN ANY DISCUSSIONS WITH GOT THAT THESE ARE BROAD ESTIMATES FOR PLANNING PURPOSES ONLY. THEY HAVE BEEN DEVELOPED ON BASIS CURRENT COSTS IN ROUND FIGURES, AND ACTUAL COSTS IN ANY EVENTUAL FINAL AGREEMENT COULD WELL BE GREATER DEPENDING ON LEAD TIME, TERMS, INTERIM PRICE RISES, INDIVIDUAL SPECIFICATIONS, ETC.

A. LAUNCHERS - \$16 MILLION

B. RADARS - \$50 MILLION

C. LOADER-TRANSPORTER - \$6 MILLION

D. MISSILES - \$6 MILLION

E. COORDINATION/CONTROL CENTERS - \$25 MILLION

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F. SHOP EQUIPMENT - \$18 MILLION

G. SIMULATOR STATIONS - \$3 MILLION

H. RADIO TERMINALS - \$4 MILLION

I. TEST FACILITIES - \$2 MILLION

J. SYSTEM INTEGRATION - \$8 MILLION
K. CONCURRENT SPARE PARTS - \$20 MILLION
L. LOT ACCEPTANCE PROGRAM - \$6 MILLION (ACCEPTANCE
INSPECTION)
M. OTHER - \$5 MILLION
N. PCH AND T (SHIPPING) - \$6 MILLION
TOTAL - \$175 MILLION

2. THE \$95 MILLION FIGURE THAT EMBASSY REFERS TO IS BASED
ON OLDER VERSION BASIC HAWK SYSTEM PRICE OF APPROXIMATELY
\$11 MILLION PER BATTERY. BASIC SYSTEM IS NO LONGER AVAIL-
ABLE AND IMPROVED HAWK SYSTEM HAS AN AVAILABILITY LEAD-
TIME OF 36 MONTHS. IMPROVED SYSTEM REPRESENTS TECHNICAL
IMPROVEMENTS ACROSS THE BOARD. GREATER SPECIFICS WOULD
REQUIRE DETAILED TECHNICAL BRIEFING BEYOND SCOPE OF THIS
MESSAGE.

3. TRAINING COSTS CANNOT BE ESTIMATED WITHOUT DETAILED
STUDY ON SPECIFIC TUNISIAN REQUIREMENTS, ALTHOUGH TRAINING/
TECHNICAL ASSISTANCE PACKAGE COULD COST AS MUCH AS \$40-45
MILLION. (FOR YOUR INFORMATION AND PROTECT, THIS FIGURE
BASED ON PROPOSED SALE OF HAWK TO ANOTHER COUNTRY.)

4. ACCORDING TO INFORMATION PROVIDED BY DOD, MOROCCAN
PERCEPTION OF ITS NEEDS HAS NOT INCLUDED REQUIREMENT FOR
FIXED INSTALLATION AIR DEFENSE, ALTHOUGH ISSUE MAY HAVE
BEEN DISCUSSED IN GENERAL TERMS AT SOME POINT. MOROCCANS
HAVE INDICATED STRONG INTEREST IN CHAPARRAL/VULCAN AIR
DEFENSE SYSTEM FOR FIELD UNITS ALONG WITH RADAR/AIRCRAFT
AREA AIR DEFENSE SYSTEM.

5. WE AGREE AND CERTAINLY HOPE, THAT HIGH COSTS WILL
INDUCE GOT TO RECONSIDER ITS INTEREST IN HAWK SYSTEM. AS
YOU KNOW USE OF FMS CREDIT FOR HAWK WOULD REQUIRE
PRESIDENTIAL DETERMINATION WHICH WOULD INCLUDE STATEMENT
TO THE CONGRESS THAT SUCH A SALE IS IMPORTANT TO THE QUOTE
NATIONAL SECURITY OF THE UNITED STATES UNQUOTE. INGERSOLL

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